| Ref # | Hits | Search Query | DBs | Default Operator | Plurals | Time Stamp |
|---|---|---|---|---|---|---|
| L1 | 1437 | suppl$3 and service and manufactur$3 and demand and network and forecast$3 | US-PGPUB; USPAT; EPO; JPO; DERWENT | OR | ON | 2006/01/18 15:57 |
| L2 | 18522 | ((705/28) or (705/7) or (705/8) or (707/10) or (709/201) or (709/203) or (705/10) or (705/9)).CCLS. | US-PGPUB; USPAT; EPO; JPO; DERWENT | OR | OFF | 2006/01/18 16:02 |
| L3 | 420 | 1 and 2 | US-PGPUB; USPAT; EPO; JPO; DERWENT | OR | ON | 2006/01/18 15:53 |
| L4 | 354 | 3 not (menninger burk hoffman burke).in. | US-PGPUB; USPAT; EPO; JPO; DERWENT | OR | ON | 2006/01/18 15:54 |
| L5 | 266 | 4 and server | US-PGPUB; USPAT; EPO; JPO; DERWENT | OR | ON | 2006/01/18 15:56 |
| L6 | 42 | 5 and outsourc$3 | US-PGPUB; USPAT; EPO; JPO; DERWENT | OR | ON | 2006/01/18 15:56 |
| L7 | 2 | (suppl$3 and service and manufactur$3 and demand and network and forecast$3).ab. | US-PGPUB; USPAT; EPO; JPO; DERWENT | OR | ON | 2006/01/18 15:58 |
| L8 | 0 | suppl$3 and service and manufactur$3 and demand and network and forecast$3 | EPO; JPO | OR | ON | 2006/01/18 15:58 |
| L9 | 2 | suppl$3 and manufactur$3 and demand and network and forecast$3 | EPO; JPO | OR | ON | 2006/01/18 15:59 |
| L10 | 191 | "supply chain" | EPO; JPO | OR | ON | 2006/01/18 15:59 |
| L11 | 31 | 10 and manufactur$3 | EPO; JPO | OR | ON | 2006/01/18 16:03 |
| L12 | 1 | 11 and forecast$3 | EPO; JPO | OR | ON | 2006/01/18 16:00 |
| L13 | 221 | ((705/28) or (705/7) or (705/8) or (707/10) or (709/201) or (709/203) or (705/10) or (705/9)).CCLS. | EPO; JPO | OR | OFF | 2006/01/18 16:02 |
| L14 | 0 | 10 and 13 | US-PGPUB; USPAT; EPO; JPO; DERWENT | OR | ON | 2006/01/18 16:02 |
| L15 | 0 | 13 and "supply chain" | US-PGPUB; USPAT; EPO; JPO; DERWENT | OR | ON | 2006/01/18 16:03 |

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| TRADE&INDUSTRY | 148 |

| Set | Description |
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| S1 | ((outsourc? AND service AND manufactur? AND server AND supply(1N)chain AND demand AND logistic?) AND (forecast?)) |
| S2 | PY=((1970:2001)) |
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| S4 | S3 and ((INVENTORY OR INVENTORIES)(3N) (MANAGEMENT OR MANAGING) OR (JIT OR JUST(2N)TIME) OR (MANAGING OR CONTROL? OR TRACK?)(3N) (MERCHANDISE? ? OR PRODUCT? ? OR GOOD? ? OR RESOURCE? ?)) |
| S5 | RD |
| S6 | SORT /ALL/pd,a |

*Consider all* (handwritten)

☐ 1 <u>An integrated decision support system for global logistics</u> - 1994 - Word Count: 6386 - ABI/INFORM®

☐ 2 <u>$20B brass ring in sight. ($20 billion) (Software Magazine's 1994 Top 100 Independent Software Companies) (special report) (Industry Overview)</u> - July - 1994 - Gale Group Computer Database™

☐ 3 <u>Bar coding, EDI gain popularity</u> - Nov 1994 - Word Count: 10330 - ABI/INFORM®

☐ 4 <u>Distribution: a differentiator in 2000. (includes related articles)(50th Anniversary Issue)</u> - Oct - 1995 - Gale Group Trade and Industry Database™

☐ 5 <u>Manufacturers seek system training, support</u> - Nov 1995 - Word Count: 9547 - ABI/INFORM®

☐ 6 <u>Manufacturers seek system training, support.(Directory)</u> - Nov - 1995 - Gale Group Trade and Industry Database™

☐ 7 <u>ALL FOR ONE</u> - Nov 20 - 1995 - Word Count: 2070 - Gale Group PROMT®

☐ **8** <u>**All for one. (IT and management must work together to achieve successful electronic commerce strategies) (includes related article on guidelines for developing a strategic plan and a related case study)(Electronic Commerce) (Industry Trend or Event)**</u> - Nov 20 - 1995 - Gale Group Trade and Industry Database™

☐ **9** <u>**From order to loading dock. (supply-chain management) (includes product listing) (All Aboard) (Technology Information)**</u> - Nov 20 - 1995 - Gale Group Trade and Industry Database™

☐ **10** <u>**Sourcebook '96**</u> - Dec 1995 - Word Count: 18136 - ABI/INFORM®

☐ **11** <u>**Basics of warehouse management systems**</u> - 1996/1997 - Word Count: 7644 - ABI/INFORM®

☐ **12** <u>**Intermodal transportation: Evolving toward the 21st century**</u> - Feb 1996 - Word Count: 8884 - ABI/INFORM®

☐ **13** <u>**Managing distribution channels**</u> - Spring 1996 - Word Count: 3212 - ABI/INFORM®

☐ **14** <u>**Demand-side economics. (enterprise software in point of sale applications) (includes related article on AS/400 and NT)(Special Report: Enterprise Applications) (Technology Information)**</u> - May - 1996 - Gale Group Computer Database™

☐ **15** <u>**Demand-side economics**</u> - May 1996 - Word Count: 1708 - ABI/INFORM®

☐ **16** <u>**A stunning success**</u> - Jul 1996 - Word Count: 17716 - ABI/INFORM®

☐ **17** <u>**Buyers' guide to software. (purchasing department software)(Buyers Guide)**</u> - July 11 - 1996 - Gale Group Trade and Industry Database™

☐ **18** <u>**Spreading the net. (includes related articles)(Cover Story)**</u> - Oct - 1996 - Gale Group Trade and Industry Database™

☐ **19** <u>**Warehousing and logistics. (supply chain management, beverage distributors)(includes related articles on picking mixes, bulk beer deliveries to supermarkets and outsourcing)**</u> - Oct - 1996 - Gale Group Trade and Industry Database™

☐ **20** <u>**Top 25 directory. (directory of franchised industrial distributors) (includes US map of total available market by region)(Distribution Trends 1997)(Directory)**</u> - Dec 2 - 1996 - Gale Group Computer Database™

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| S1 | ((outsourc? AND service AND manufactur? AND server AND supply(1N)chain AND demand AND logistic?) AND (forecast?)) |
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| S5 | RD |
| S6 | SORT /ALL/pd,a |

☐ 21 <u>Winning logistics battles, but not the war. (survey of logistics professionals)</u> - Jan - 1997 - Gale Group Trade and Industry Database™

☐ 22 <u>JIT distribution. (just-in-time)(includes related articles)(Cover Story)</u> - Feb - 1997 - Gale Group Trade and Industry Database™

☐ 23 <u>Agility: Competitive weapon of the 1990s and beyond?</u> - Third Quarter 1997 - Word Count: 3759 - ABI/INFORM®

☐ 24 <u>Reinvention reigns</u> - Jul 1997 - Word Count: 25093 - ABI/INFORM®

☐ 25 <u>Logistics management at the threshold of the new millenium</u> - 1998 - Word Count: 17806 - ABI/INFORM®

☐ 26 <u>Positioning your business for the 'E-business' future. (includes related articles on four standard's categories, core graphic communication process, content management terminology, Interspace and global education initiative Digital Roadmaps) (Industry Trend or Event)</u> - March 9 - 1998 - Gale Group Computer Database™

☐ 27 <u>Everyone wants in</u> - Jul 1998 - Word Count: 14404 - ABI/INFORM®

☐ **28** <u>An expansive proposition</u> - Jul 1998 - Word Count: 33912 - ABI/INFORM®

☐ **29** <u>Turning two great ideas for improved productivity into bottom line realities. (includes company profiles and related case study)(advertising supplement)(A Tale of Two Systems: The Final Chapter)</u> - August - 1998 - Gale Group Trade and Industry Database™

☐ **30** <u>Pushing the enevelope</u> - Aug 17, 1998 - Word Count: 2960 - ABI/INFORM®

☐ **31** <u>PUSHING THE ENVELOPE.(best-managed companies)</u> - August 17 - 1998 - Gale Group Trade and Industry Database™

☐ **32** <u>PUSHING PRODUCTION TO NEW HEIGHTS.(development of lean production models in manufacturing)</u> - Sept 21 - 1998 - Gale Group Trade and Industry Database™

☐ **33** <u>Distribution Trends 1999.(top 25)(Directory)</u> - Dec 7 - 1998 - Gale Group Computer Database™

☐ **34** <u>ERP Meets The Middle Market.(enterprise resource planning)</u> - March 1 - 1999 - Word Count: 4288 - Gale Group PROMT®

☐ **35** <u>CEO Tech 100: the Chief Executive's guide to 100 of technology's hottest people, places, and things....(Cover Story)</u> - March 15 - 1999 - Gale Group Trade and Industry Database™

☐ **36** <u>FULFILLMENT/OPERATIONS.(direct marketing and catalog-related services)</u> - April - 1999 - Word Count: 18216 - Gale Group PROMT®

☐ **37** <u>The Chief Executive Guide to EBS.(includes related articles)(Enterprise Business Solutions)</u> - May - 1999 - Gale Group Trade and Industry Database™

☐ **38** <u>The 1999 Top 50 Distributors (Franchised).(electronics distributors)(Industry Trend or Event)</u> - May 17 - 1999 - Word Count: 29881 - Gale Group PROMT®

☐ **39** <u>Exploring Alternatives -- A Growing Number Of Sites Offer A Variety Of Services, Ranging From Online Auctions To Detailed Catalogs To Comparative Technical Data. (Internet/Web/Online Service Information)</u> - July 12 - 1999 - Word Count: 10634 - Gale Group PROMT®

☐ **40** <u>Buyers' guide to software for purchasing.</u> - July 15 - 1999 - Word Count: 5839 - Gale Group PROMT®

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☐ 41 <u>SUPPLY CHAIN EXPO PREVIEW.</u> - Sept - 1999 - Word Count: 2754 - Gale Group PROMT®

☐ 42 <u>IT-INTENSIVE VALUE INNOVATION IN THE ELECTRONIC ECONOMY: INSIGHTS FROM MARSHALL INDUSTRIES (1).</u> - Sept - 1999 - Gale Group Trade and Industry Database™

☐ 43 <u>TOP 50 EUROPE.</u> - Sept - 1999 - Gale Group Trade and Industry Database™

☐ 44 <u>FOOD RETAILING'S FUTURE; WALL STREET SEES THE ACTION IN CONSOLIDATION SHIFTING FROM BIG PLAYERS TO SMALLER ONES. THESE SECURITIES ANALYSTS TALK ABOUT THAT, AND OTHER FUTURE RETAILING DIRECTIONS.</u> - Sept 6 - 1999 - Word Count: 2939 - Gale Group PROMT®

☐ 45 <u>MANAGING THE CHAIN.(outsource production or logistics or other functions)</u> - Sept 6 - 1999 - Word Count: 2256 - Gale Group PROMT®

☐ 46 <u>Managing the chain</u> - Sep 6, 1999 - Word Count: 2324 - ABI/INFORM®

☐ 47 <u>Shippers Repackaged As E-Providers.(Industry Trend or Event)</u> - Oct 25 - 1999 - Word

Count: 1838 - Gale Group PROMT®

☐ 48 <u>Transportation/Logistics -- Shippers Deliver The logistical Goods -- Transportation Service Providers Revamp Traditional Business Models To Streamline Customers' Supply Chain.(Industry Trend or Event)</u> - Oct 25 - 1999 - Word Count: 1756 - Gale Group PROMT®

☐ 49 <u>Shippers repackaged as e-providers</u> - Oct 25, 1999 - Word Count: 1834 - ABI/INFORM®

☐ 50 <u>Movers and Shakers Eye the Millennium.(Industry Trend or Event)(Interview)</u> - Dec - 1999 - Word Count: 11896 - Gale Group PROMT®

☐ 51 <u>NEW MEDIA.(computer and software services supporting catalog companies)</u> - Jan - 2000 - Word Count: 7042 - Gale Group PROMT®

☐ 52 <u>Critical review - outsourcing: A paradigm shift</u> - 2000 - Word Count: 20921 - ABI/INFORM®

☐ 53 <u>Supply chain management in theory and practice: a passing fad or a fundamental change?</u> - 2000 - Word Count: 7753 - ABI/INFORM®

☐ 54 <u>Supply chain migration from lean and functional to agile and customised</u> - 2000 - Word Count: 4482 - ABI/INFORM®

☐ 55 <u>NEW MEDIA.</u> - Jan - 2000 - Gale Group Trade and Industry Database™

☐ 56 <u>"Virtually" Connected.(Brief Article)</u> - March - 2000 - Word Count: 2299 - Gale Group PROMT®

☐ 57 <u>"Virtually" connected</u> - Mar 2000 - Word Count: 2271 - ABI/INFORM®

☐ 58 <u>MAKING IT ALL WORK -- CUSTOMERS WANT ROBUST, INTEROPERABLE SOFTWARE SUITES FOR END-TO-END E-COMMERCE-BUT NO SINGLE VENDOR CAN DO IT ALL.(News Briefs)</u> - June 12 - 2000 - Gale Group Computer Database™

☐ 59 <u>Making it all work</u> - Jun 12, 2000 - Word Count: 2782 - ABI/INFORM®

☐ 60 <u>Buyers' guide to software for purchasing 2000.(Directory)</u> - July 13 - 2000 - Word Count: 7728 - Gale Group PROMT®

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| S5 | RD |
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☐ 61 **Playing A Hard Game -- It's no mere toss of the dice. Manufacturers of DRAM modules face technology, market challenges.(Industry Trend or Event)** - August 7 - 2000 - Word Count: 2213 - Gale Group PROMT®

☐ 62 **Special to Plastics Engineering: Thriving in an E-Business Economy.** - Oct - 2000 - Word Count: 2534 - Gale Group PROMT®

☐ 63 **The 2000 ALL-AMERICA RESEARCH TEAM.(of stock market analysts)** - Oct - 2000 - Gale Group Trade and Industry Database™

☐ 64 **Growth means more consolidation, more services.(Statistical Data Included)** - Oct 19 - 2000 - Word Count: 4211 - Gale Group PROMT®

☐ 65 **From data to delivery: finding fulfillment in e-business.(e-commerce depends on fulfillment, not just on neat Web sites)(Industry Overview)** - Nov - 2000 - Word Count: 3922 - Gale Group PROMT®

☐ 66 **From data to delivery: Finding fulfillment in e-business** - Nov 2000 - Word Count: 3627 - ABI/INFORM®

☐ **67** <u>Technology takes the spotlight</u> - Dec 2000 - Word Count: 5789 - ABI/INFORM®

☐ **68** <u>Distribution Trends 2001.(Industry Trend or Event)</u> - Dec 4 - 2000 - Word Count: 10927 - Gale Group PROMT®

☐ **69** <u>CHRISTMAS FULFILLMENT -- Online sellers and suppliers make logistics their No. 1 focus during the holiday crunch.(Industry Trend or Event)</u> - Dec 11 - 2000 - Word Count: 1806 - Gale Group PROMT®

☐ **70** <u>Christmas fulfillment</u> - Dec 11, 2000 - Word Count: 1693 - ABI/INFORM®

☐ **71** <u>How technology is transforming manufacturing</u> - First Quarter 2001 - Word Count: 7962 - ABI/INFORM®

☐ **72** <u>Information sharing in global supply chain systems</u> - 2001 - Word Count: 8955 - ABI/INFORM®

☐ **73** <u>FULFILLMENT/OPERATIONS.</u> - Jan - 2001 - Gale Group Trade and Industry Database™

☐ **74** <u>Internet World Spring 2001 Exhibitor Profiles A to Z.</u> - March 12 - 2001 - Word Count: 2594 - Gale Group PROMT®

☐ **75** <u>Service Providers Directory.(Directory)</u> - April 16 - 2001 - Word Count: 14438 - Gale Group PROMT®

☐ **76** <u>Optimizing the E-Supply Chain: The Final Frontier?(Industry Trend or Event)</u> - June - 2001 - Word Count: 6075 - Gale Group PROMT®

☐ **77** <u>Supply chain management: Back to basics</u> - Jun 2001 - Word Count: 4786 - ABI/INFORM®

☐ **78** <u>Next-Generation SUPPLY CHAIN MANAGEMENT.(Industry Trend or Event)</u> - July - 2001 - Word Count: 1967 - Gale Group PROMT®

☐ **79** <u>FORGING 21ST-CENTURY VALUE CHAINS.(Industry Trend or Event)</u> - July 15 - 2001 - Gale Group Trade and Industry Database™

☐ **80** <u>The All-America Research Team the best analysts of the year.(very lengthy overview of financial analysts by industry types)</u> - Oct - 2001 - Word Count: 31714 - Gale Group PROMT®

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☐ 81 <u>Global Factory Launches Version 3.0 of its GO! Application Suite for Cross-Enterprise Product Development & Execution.</u> - Oct 29 - 2001 - Word Count: 853 - Gale Group PROMT®

☐ 82 <u>Web Supply Chain Middleman -- Lockheed Martin, Tapping Own Suppliers, Helps Navy Replenish Parts.</u> - Dec 17 - 2001 - Gale Group Trade and Industry Database™

☐ 83 <u>Beating the clock: Corporate responses to rapid change in the PC industry</u> - Fall 1999 - Word Count: 11969 - ABI/INFORM®

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| SAN JOSE MERCURY | 634 |
| NEWSLETTER DB | 636 |
| BUSINESS WIRE | 610 |
| BUSINESS WIRE | 810 |
| PR NEWSWIRE | 613 |
| PR NEWSWIRE | 813 |
| FT INFORMATION LTD | 476 |

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| S5 | RD |
| S6 | SORT /ALL/pd,a |

☐ 1 **LOGISTICS PROVIDER SKYWAY TO INTEGRATE SUPPLY-CHAIN SOFTWARE, SERVICES** - Mar 24, 1997 - Knight-Ridder/Tribune Business News

☐ 2 <u>Strategy - ERP - Business feels the ERP heat</u> - **Despite horror stories about enterprise resource planning, users still believe in ERP , says Cambridge Information Network.** - May 27, 1999 - World Reporter

☐ 3 <u>1998-1999 story index.</u> - Dec 19 - 1999 - Gale Group Newsletter Database™

☐ 4 <u>**Playing A Hard Game -- It's no mere toss of the dice. Manufacturers of DRAM modules face technology, market challenges.**</u> - August 07, 2000 - Business & Industry®

☐ 5 <u>Internet World Spring 2001 Exhibitor Profiles A to Z.</u> - March 12 - 2001 - Gale Group New Product Announcements/Plus®

☐ 6 <u>Profiles</u> - May 14, 2001 - The McGraw-Hill Companies Publications Online

☐ 7 <u>**THE ERA OF EFFICIENCY**</u> - **As the downturn bites, more companies are judging info tech investments on the basis of how much money they can save** - June 18, 2001 - The McGraw-Hill Companies Publications Online

☐ 8 <u>**Global Factory Launches Version 3.0 of its GO! Application Suite for Cross-Enterprise Product Development & Execution-GO! Global Orchestrator(TM) Suite Enables Streamlined, Build-to-Order Product Development and Execution...**</u> - Monday - October 29, 2001 - Word Count: 938 - Business Wire

☐ 9 <u>**Global Factory Launches Version 3.0 of its GO! Application Suite for Cross-Enterprise Product Development & Execution**</u> - October 29, 2001 - World Reporter

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## LOGISTICS PROVIDER SKYWAY TO INTEGRATE SUPPLY-CHAIN SOFTWARE, SERVICES

William B. Cassidy
*Traffic World , Mar 24, 1997 , 03:13 E.T.*

Mar. 24--Skyway Freight Systems is targeting the market for supply-chain management through new services and software partnerships. The third-party logistics and transportation firm has introduced Concerto, a series of services that rely on information technology to coordinate sourcing, manufacturing and distribution.

"This is the first opportunity for our customers to integrate their supply chain," said Kip Hawley, chief executive officer of the Santa Cruz, Calif.-based subsidiary of Union Pacific Corp. "This is not a new idea," Hawley said. "It's something the marketplace has been asking for for a long time."

The high cost of providing an integrated value-chain solution has hampered firms that tried to provide solutions, he said. Skyway received support from Union Pacific to develop Concerto, Hawley said. He said UP invested "millions of dollars" since it authorized the program last September.

With Concerto, Skyway hopes to climb to the next level of logistics management. "Our goal is to take multiple companies using common suppliers and optimize across their supply chains," said Deby Veneziale, Skyway's vice president of logistics solutions. "We're partnering with companies that have the best-in-class software for logistics applications. We'll add value to the process through the integration of the software."

The services will be built on a client-server computer architecture, using Windows NT and Oracle databases, Veneziale said.

There are three core Concerto services: vendor managed inventory, order management and transportation management. The first focuses on the collection of point-of-sales or consumption data, which is then used to forecast demand and plan for replenishment of retail goods or raw materials. Order management takes data from order entry or demand-planning systems and provides an integrated view of all products as they progress through the logistics pipeline. Transportation management services focus on the shipment itself, using Skyway's ground and air fleet tracking systems.

Combined, all three will provide the "in-transit visibility" that shippers are seeking, according to Veneziale and Hawley. "You'll know where the product is at each step," said Veneziale. "As each system hooks into the next, it extends visibility. We'll have the capability to do global product monitoring."

"Concerto links process improvement throughout the supply chain with tactical execution in each element," Hawley added. "We'll use sales information from retailers to drive the production chain."

Most clients will track the flow of products through a desktop computer linked to the Internet provided by Skyway. "We'll use the Web extensively for the movement of data across the supply chain," said

Veneziale. "Clients will use a workstation to get all the information we provide off the Web."

Skyway's software partners are Manugistics, Rockville, Md., which supplies demand and resource deployment planning software; Industri-Matematik International, Tarrytown, N.Y., which provides order management software; and Metasys, Charlotte, N.C., providing transportation software. "We've integrated those pieces in a seamless fashion and created a data warehouse which can be used by companies across multiple supply chains," Veneziale said.

Hawley foresees a healthy market for Concerto. By outsourcing logistics, companies can save 25 percent of the money they spend getting their goods to market, he said. "That's a $200 billion opportunity for the economy at large," he said.

Among the customers Skyway hopes to land are high-tech firms, including value-added resellers, and retail operations. "The industries that are most interested are retail, manufacturing, pharmaceuticals and automotive," said Veneziale. "They have a desperate need to manage the supply chain on the inbound and outbound sides. The whole automotive dealer network is looking at moving to a just-in-time environment."

Whether businesses want a one-stop logistics services supplier remains to be seen. One firm trying to provide such services -- Encompass, a joint venture of AMR Corp. and CSX Corp. -- recently closed a substantial portion of its operations.

Hawley insists that many companies want to have one supplier in charge of the overall logistics process, no matter how many partners are engaged to craft their logistics solution. "Concerto is a one-stop service in as much as the technology solution and integration capabilities are ours, but there are multiple partners involved in the execution of the strategy," he pointed out.

Integrators who can bring niche suppliers together to create a unified logistics system will be the players that succeed, he said. "Customers tell us they've seen enough of these 'flashlight' solutions that leave people bumping into each other," he said. "What they want is a totally seamless flow of information."

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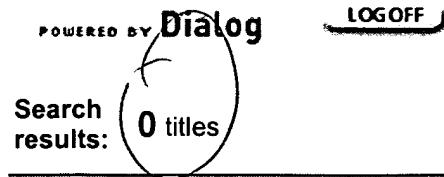
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☐ 18 <u>A stunning success</u> - Jul 1996 - Word Count: 17716 - ABI/INFORM®

☐ 19 <u>Buyers' guide to software. (purchasing department software)(Buyers Guide)</u> - July 11 - 1996 - Gale Group Trade and Industry Database™

☐ 20 <u>Spreading the net. (includes related articles)(Cover Story)</u> - Oct - 1996 - Gale Group Trade and Industry Database™

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| S1 | ((outsourc? AND service AND manufactur? AND server AND supply(1N)chain AND demand AND logistic?) AND (forecast)) |
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□ 2 **CN '91 experts from technical, political arenas. (Communication Networks '91 trade show preview)** - Jan 21 - 1991 - Gale Group Trade and Industry Database™

□ 3 **Top 50: Market Tops $10 Billion Profiles of the Leading Independent Software Companies** - Jun 1991 - Word Count: 15473 - ABI/INFORM®

□ 4 **World IT sales grow 8.9% to $278.5B; North America hits $184.7B. (the top 100 revenue earners in the information technology industry) (includes related profiles of the Datamation 100 companies ) (Cover Story)** - June 15 - 1991 - Gale Group Trade and Industry Database™

□ 5 **Industry opinions. (Telecoms in the 1990s)** - Oct - 1991 - Gale Group Trade and Industry Database™

□ 6 **Unisys Defense Systems, Inc., Communications Systems Division. (Defense Contracts)** - Oct 11 - 1991 - Gale Group Trade and Industry Database™

☐ 7 <u>Information Systems Management Issues for the 1990s</u> - Dec 1991 - Word Count: 9882 - ABI/INFORM®

☐ 8 <u>Crafting a Net Outsourcing Strategy</u> - Feb 17, 1992 - Word Count: 5230 - ABI/INFORM®

☐ 9 <u>Index: 12 months EDGE, on & about AT&T.</u> - April 6 - 1992 - Gale Group Computer Database™

☐ 10 <u>Critical IT Issues: The Next Ten Years</u> - Summer 1992 - Word Count: 8871 - ABI/INFORM®

☐ 11 <u>Down to Fighting Weight</u> - Sep 14, 1992 - Word Count: 1565 - ABI/INFORM®

☐ 12 <u>Billing Systems</u> - Nov 1992 - Word Count: 5866 - ABI/INFORM®

☐ 13 <u>Billing systems: they aren't just for billing anymore.</u> - Nov - 1992 - Gale Group Trade and Industry Database™

☐ 14 <u>New applications push retailing technology to the next frontier. (Retailing for the New Millenium)</u> - Dec 7 - 1992 - Gale Group Trade and Industry Database™

☐ 15 <u>The rise of electronic commerce: market and internal forces will fuse EDI with complementary software and services. (Electronic Data Interchange) (includes related article on EDI's great potential)</u> - Dec 22 - 1992 - Gale Group Computer Database™

☐ 16 <u>Surviving the re-engineering revolution. (Cover Story)</u> - Jan - 1993 - Gale Group Computer Database™

☐ 17 <u>Surviving the re-engineering revolution</u> - Jan 1993 - Word Count: 4168 - ABI/INFORM®

☐ 18 <u>Wireless '93: CTIA show coverage CTIA exhibitor update Schedule-at-a-glance Find-a-product</u> - Mar 1993 - Word Count: 18866 - ABI/INFORM®

☐ 19 <u>CTIA exhibitor update. (Cellular Telecommunications Industry Association convention guide)</u> - March - 1993 - Gale Group Trade and Industry Database™

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☐ 6 <u>Ernst & Young's 14th Annual Survey of Retail Information Technology</u> - Sep 1995 - Word Count: 7635 - ABI/INFORM®

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